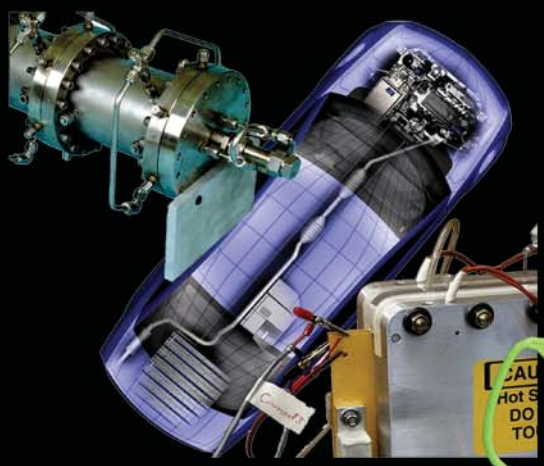
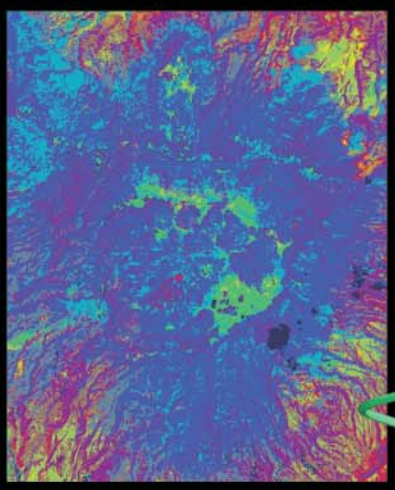
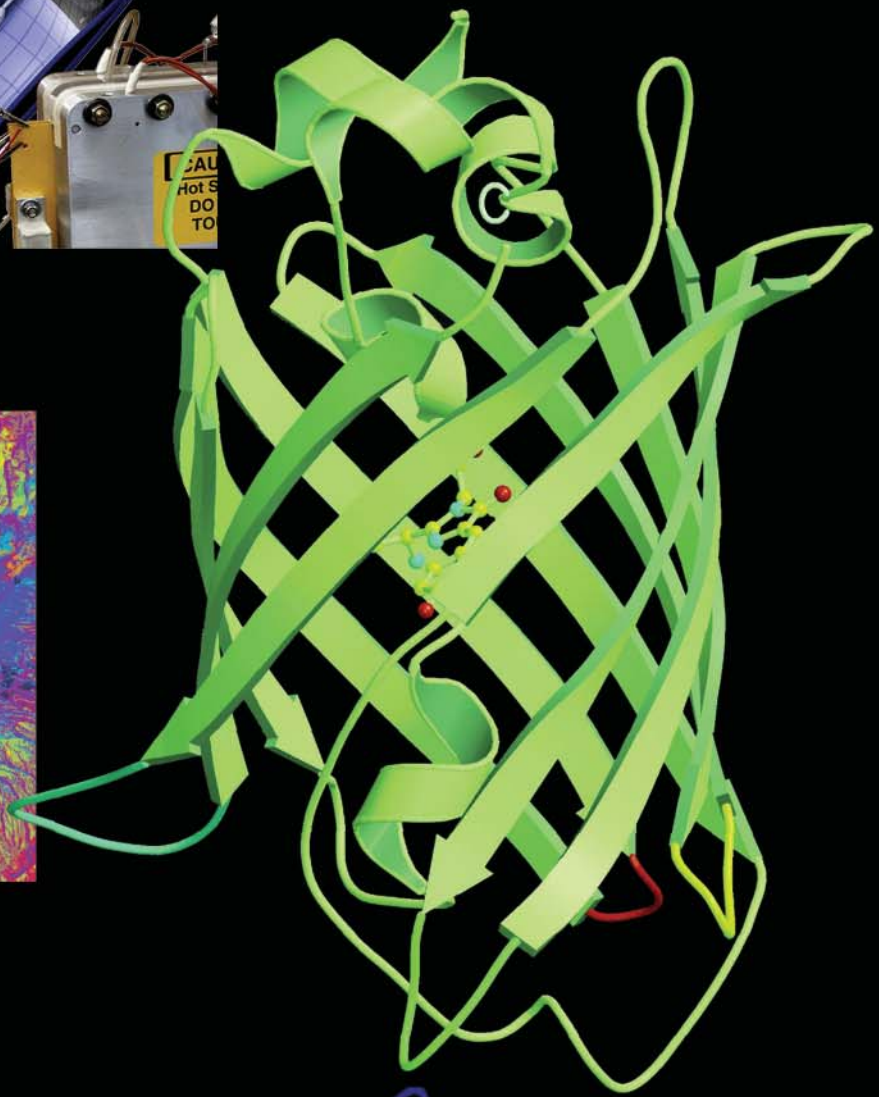
Los Alamos National Laboratory

MBA Summer Internships







Los Alamos
NATIONAL LABORATORY

Can you identify the next "hot" technology that will hit the marketplace? Does the chance to help scientists at one of the nation's foremost research and development laboratories identify such a technology appeal to you? Maybe you would rather help a high-tech startup company commercialize a proven, leading-edge technology.

Put your training and expertise to work at Los Alamos National Laboratory as a summer intern and you will have these opportunities. The Laboratory's Industrial Business Development Division sponsors two types of summer internships for MBA candidates through its Technology Commercialization Office:

- **Technology Scout Internships**
- **Entrepreneurial Internships**

About the Laboratory

For more than half a century the name "Los Alamos" has been synonymous with research at the frontiers of science and in service to the nation. Since its origin as a secret, makeshift laboratory on a remote mesa top in New Mexico, Los Alamos has attracted world-renowned scientists—several of whom went on to win prestigious Nobel Prizes—and engaged their energies and creativity to advance knowledge and find solutions to the nation's most challenging problems. That tradition is alive today. As one of the U.S. Department of Energy's (DOE) multiprogram, multidisciplinary, research laboratories, managed by the University of California, Los Alamos thrives by having the best people doing the best science to solve important problems for the nation.

Overview of the main Los Alamos National Laboratory technical and administrative site looking west toward the Jemez mountains where hiking, biking, camping, fishing, and climbing opportunities are readily available within minutes of the Laboratory complex.

About the Industrial Business Development Division and the Technology Commercialization Office

The Industrial Business Development Division (IBD) serves as the Laboratory's conduit for collaborations with private industry to transfer technology from the Laboratory to external sectors for the benefit of the nation and its citizens. Through IBD's Technology Commercialization Office (TCO), the Laboratory nurtures the growth of new businesses in northern New Mexico based on Laboratory technology and expertise and identifies leading edge technology that may be ready for licensing and commercialization. The TCO manages a variety of support programs including high-tech business consulting, technology maturation funding, entrepreneurial training, and unique internship opportunities.

Technology Scout Internships

The TCO's Technology Scout Internship is founded on the premise that by effectively mining the Laboratory's technology to identify promising inventions, evaluate their commercial potential, and transfer these inventions to the private sector, we can obtain the best possible return on the national investment in the Laboratory. We match experienced scientists and engineers with the nation's future business leaders to help us realize this vision.

Tech Scout interns explore ongoing research and fine tune their business skills by

- scouting for technologies with commercialization potential
- evaluating and prioritizing the commercialization potential of Laboratory technologies
- researching competing approaches
- assessing potential markets
- identifying potential collaborators, investors, and buyers.

Responsibilities: Technology Scout Interns network with the Laboratory's technical staff to identify new sources of intellectual property, evaluate new and existing technologies for commercialization potential, research market opportunities, track down competing technologies and research programs, and develop commercialization and business plans.

Entrepreneurial Internships

The Entrepreneurial Internship gives MBA candidates a unique opportunity to gain hands-on experience in high-tech entrepreneurship. Interns work closely with Laboratory innovators and regional entrepreneurs to nurture high-tech, startup businesses based on Laboratory technology and expertise. During the past six years, the TCO has worked with

Above, Tyuonyi, a 13th century Anasazi Pueblo village, occupies Frijoles Canyon in Bandelier National Monument adjacent to the national laboratory. Top right, MBA interns and their mentor view the Rio Grande valley from the Sandia Peak Tram in Albuquerque. Below, the Los Alamos townsite as viewed from the IBD office building across the street from Ashley Pond and the Community Building.

68 new regional startups that have provided employment for over 250 people and attracted over $55 million in external investments. To date, 23 Laboratory employees have taken Entrepreneurial Leave of Absence to work with one or more of these high-tech startups.

Entrepreneurial interns add value to startups and enhance their own personal skill set by

- identifying technologies with "new business" potential
- evaluating market applications
- writing and critiquing business plans
- identifying and evaluating sources of capital
- creating financials and business valuations.

Northern New Mexico's emerging business startup community values the contributions of the Laboratory's summer interns. Interns may even discover a career opportunity with one of the emerging companies they assist.

Responsibilities: Entrepreneurial interns evaluate new business concepts, research market applications and strategies, develop and critique business plans, calculate company valuations, identify investment capital sources, and perform other business-related functions as required.

Our Commitment

To guarantee that our interns receive a high return on their summer investment, we ensure that they have the opportunity to

- apply business theory and analysis
- implement technology evaluation and opportunity identification techniques
- communicate with highly diverse groups within the Laboratory and from the regional business community
- interact with experienced Laboratory innovators, business consultants, investors, and entrepreneurs
- collaborate with other MBA candidates from top business schools.

Program Specifics

- ***Duration:*** Three months during summer 2003
- ***Stipend:*** $4000/month consulting fee*
- ***Eligibility:*** A bachelor's degree in science or engineering is required for Technology Scout applicants and preferred for Entrepreneurial applicants. All applicants must be enrolled in an MBA program. Previous business experience is desirable. Applicants must be legally authorized to work in the U.S.

For questions about these opportunities or to submit an application, contact:

Belinda Padilla
Industrial Business Development Division
Technology Commercialization Office
Los Alamos National Laboratory
P.O. Box 1663, MS C333
Los Alamos, NM 87545

Phone: 505-667-9896 / Fax: 505-665-3125
Email: bapadilla@lanl.gov
Visit us on the Web at http://www.lanl.gov/tco

For additional information about the Laboratory and our programs, visit us on the Web at the following locations:
http://www.lanl.gov/worldview
http://www.lanl.gov/partnerships

**Interns are hired as MBA consultants and are not considered employees of the University of California or Los Alamos National Laboratory.*

"The MBA internship program at Los Alamos National Laboratory is the best chance for MBA students to understand the complexities and difficulties of technology commercialization first-hand. You are given a chance to work with some of the best and brightest scientists in the world, understand the fascinating technologies they have developed, and then use your science and business knowledge together to design paths of commercialization for these technologies. The projects are always interesting and are great ways to combine science and business in a creative atmosphere that is both fun and challenging."

— Brad Morie, 2003 MBA, University of North Carolina, Chapel Hill

"I'm unaware of a similar opportunity for students to work directly with entrepreneurs and world-class technologists in shaping the vision and future of their companies."

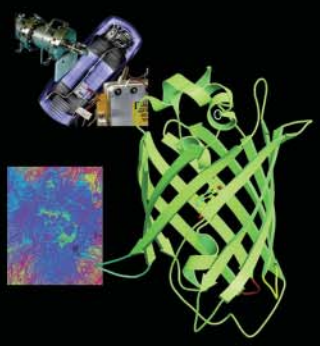
— David Wanek, 1998 MBA in Technology Management, University of New Mexico

"A once in a lifetime experience! From the first day, you know you make a difference for the scientists hoping to commercialize their technologies. Plus, the knowledge gained about technology maturation and assessment opens up an array of future opportunities . . . ,"

— Sarah Baer, 2002 MBA, San Diego State University

"There is no way any other internship can match the breadth of exposure to the world of entrepreneurism one gets during a summer at the LANL TCO . . . ."

— Bruce Weisenberg, 2001 MBA Marketing/Entrepreneurship, University of Arizona



Clockwise from lower left: GENIE (GEnetic Imagery Exploitation) uses a set of low-level image processing algorithms to find features of interest in nearly any set of images. Fuel cells suitable for portable and stationary power and transportation applications comprise a major portion of the Laboratory's licensable portfolio. Green fluorescence protein (GFP) research and development generates considerable interest within the pharmaceutical industry. MBA interns collaborate with Laboratory and academic researchers and their industry counterparts to assess commercial opportunities for these and other leading-edge technologies.

NNSA
National Nuclear Security Administration

LALP-03-023

Los Alamos
NATIONAL LABORATORY